

WHAT IS CLAIMED IS:

SUB 097 1. A prospects harvesting system for providing, to
a business enterprise client, customer lead information
from Internet sources, comprising:

5 a web archive database for storing web page data
retrieved from the Internet;

a crawler process programmed to receive specified
Internet web site addresses and to download web page data
from the specified web pages to the web archive database;

10 a harvester process for searching the downloaded web
page data for prospects, based on criteria provided by
the client and to provide the results of the search with
a link to a document that verifies the prospect's match
to the criteria;

15 wherein the harvester process receives the criteria
from the client via a client browser system and the
Internet.

20 2. The system of Claim 1, further comprising a
value add process that links the prospects to related
business information.

25 3. The system of Claim 1, wherein the value add
process operates on line by accessing the Internet.

4. The system of Claim 1, wherein the value add
process operates off line by accessing a database.

30 5. The system of Claim 1, further comprising a
reverse look up process that provides contact data about
the prospects.

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6. The system of Claim 5, wherein the reverse lookup is performed offline by accessing a database.

7. The system of Claim 5, wherein the reverse
5 lookup is performed online by accessing a database.

8. The system of Claim 1, further comprising an indexer process that indexes documents retrieved by the crawler process for access by the harvester process.

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9. The system of Claim 8, further comprising a mailer process for scripting correspondence to the prospects.

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10. A web-based method of providing, to a business enterprise client, customer lead information from Internet sources, comprising the steps of:

- accessing a server via a client browser to provide
- 5 criteria describing business prospects and specified Internet web sites;
- using a crawler process to retrieve the web site data for the specified Internet web sites;
- storing the web site data in a web archive;
- 10 using a harvester process to search the web archive for prospects matching the criteria; and
- delivering the results of the search to the client with a link to a document that verifies the prospect's match to the criteria;

- 15 11. The method of Claim 10, further comprising the step of using a value add process to link the prospects to related business information.

- 20 12. The method of Claim 11, wherein the step of using a value add process is performed on line.

- 25 13. The method of Claim 11, wherein the step of using a value add process is performed off line.

- 14. The method of Claim 10, further comprising the step of using a reverse look up process to obtain contact data about the prospects.

- 30 ~~SUB 117~~ 15. The method of Claim 14, wherein the reverse lookup is performed offline by accessing a database.

16. The method of Claim 14, wherein the reverse
lookup is performed online by accessing the Internet.

17. The method of Claim 10, further comprising the
5 step of using an indexer process to index documents
retrieved by the crawler process for access by the
harvester process.

18. The method of Claim 10, further comprising the
10 step of using a mailer process to prepare scripted
correspondence to the prospects.

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